

Curriculum Vitae – Francis C Illingworth

Apartment 881, 30 Ryland Street, Birmingham, B16 8FS

Mobile: 07907130644

Email: francis.illingworth@gmail.com

PROFESSIONAL PROFILE

I am highly self-motivated, reliable and confident professional with hands on expertise in both sales and direct marketing. I thrive in high pressure situations and revel in competition. Ambition drives me to take on opportunities to improve myself professionally and personally. Team membership is key to my motivation; it brings out my good humour, helps with my own (and others) development.

Both my degree and experience in self employment (working 6 day weeks) have ingrained in me a committed, serious work ethic and the absolute necessity of reaching and surpassing professional targets.

OBJECTIVE

I am looking for a change of direction in my career path. Following my graduation in 2013 I pursued a career in sales which is now no longer a route that I wish to follow. Over the last 3 months I have been studying full time to complete an intensive Full Stack Development boot camp with Code Institute alongside supplementary courses from Code Academy. I am now looking for a Junior Developer role that will push me to the next level and act as a doorway for me into an industry I know I will thrive in.

Find my work on at <https://github.com/francisillingworth> and my online CV at <https://francisillingworth.github.io/resume-project/>

CAREER SUMMARY

April 2019 - Current Code Institute Full Stack Developer boot camp (Student) – expected graduation date July 31st 2019

- Wide experience using multiple coding languages (HTML5, CSS3, Javascript, JQuery, Python3, Bootstrap, Java, SQL and Django).
- Completed multiple Milestone Projects with personal average score of 70% (average student score 60%). All available to inspect via provided Github link. These include: User Centric Front End Development, Interactive Front End Development and Data Centric Development (soon to include Full Stack Frameworks with Django).
- Very solid grounding in industry focused coding and working practices such as Git with good level of exposure to Github and Heroku for project deployment.
- Work on multiple solo personal projects to develop and hone skills (available to view via Github link).

January 2019 – March 2019 Advantage Services – (Sage 50 software developers and retailer)

Solutions Sales Consultant

- Engage with new clients for consultative selling for their business software requirements (in 2.5 months brought in £10,000+ in pure margin)
- Worked with Business Development Team to re-establish relationships with dormant accounts
- Developed and rolled out comprehensive margin tracker for all members of the sales team to track daily and monthly sales as well as distance to monthly targets and live percentage lead conversion.

March 2018 – December 2018 Lucideon Ltd - (Analytical services specialising in ceramic industry)

Technical Sales Consultant

- Engage with clients for consultative selling and execution of annual price agreements. Highest percentage lead to job completion conversion (42%) in sales team (sales team average 37%).
- Hands on account management of existing clients. Discussing current and future needs - benefits of dealing with Lucideon.
- Trained in the legal and technical applications as well as creative uses of a wide range of scientific analysis - from physical testing to complex chemical analyses.

May 2016 – February 2018 Enterprise Rent a Car

Assistant Branch Manager – May 2017 – February 2018

- Swift promotion from Graduate Management Trainee to Branch Assistant Manager.
- To facilitate operational efficiency I took it upon myself to train and mentor 10+ new employees in branch SOP through their Graduate Trainee Programme leading to 100% success in each of their quarterly progress examinations.
- Major contributor to branch improving Customer Service – 3 month customer service score 87% (company average 82%)

Oct 2014 - Feb 2016 MJ Experia Marketing (MJ Experia is one of the UK's leading direct sales companies promoting regular donations in the charities sector.)

Senior Accounts Manager Oct 2014 - Feb 2016

- Consistently in the top 5% of UK sales in charities sector.
- Regional co-ordinator responsible for 2015 Red Cross campaign – including active marketing, distributor training and all aspects of event management.
- Managing teams of up to 8 distributors. Personally taking charge of team's professional sales and management development.

Aug 2013 – Aug 2014 Newman House Catholic Chaplaincy (affiliated with the U of B, accommodation up to 20 students, events venue.)

Warden and Facilities manager Aug 2013 – Aug 2014

- Increased the revenue by 120% over a 10 month period.
- Actively advertised the building (with its renovations) to the public via Social Media (Facebook and Twitter), as well as reviewing and restructuring the price list (for rent and events hire).

EDUCATION AND QUALIFICATIONS

Degree: Medical Science BSc (Hons), 2010 – 2013 (University of Birmingham)
4 A Levels: History (A), Biology (B), Maths (B), Chemistry (C), General Studies (B)(2009) St Mary's Roman Catholic High School & Sixth Form, Chesterfield
10 GCSEs: Including English & Mathematics (2007)

SKILLS

- Full, clean UK Driving Licence
- Word, Excel, Access, PowerPoint, Internet & Email, ECDL Computer Training Course (2009)

PERSONAL DETAILS

Date of Birth: 4th January 1991
Nationality: British
Health: Excellent; non-smoker
Other: St John Ambulance Early Years First Aid (Apr 2009)
Camp America, NY State – Camp Counsellor and Tennis Coach 2010
Voluntary Rugby Coach (Port Elizabeth, South Africa) Feb 2010 – Apr 2010
Voluntary Conservationist, Kwantu Game Reserve (Port Elizabeth, South Africa) Apr 2010
Environmental Restoration Project – Volunteer, Finland Jul 2008

INTERESTS AND ACTIVITIES

Currently include: Pub quizzes, Bass Guitar and self learning piano, Modern History.

REFERENCES ARE AVAILABLE ON REQUEST
